



Pablo Garrido



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WORK EXPERIENCE

July 2020 – October 2024 | Barcelona, Spain

INVESTMENT PRINCIPAL EIT URBAN MOBILITY

- Conduct market sizing and competitor analysis to identify and support new investment opportunities
- Analyse and complete comprehensive business modelling for potential investments
- Perform risk assessments and deliver reports to the investment committee, guiding informed investment decisions
- Leverage data-driven investment tools to optimise capital allocation
- Lead effective negotiations for each investment deal, ensuring timely agreements
- Build and sustained relationships with top-tier investors and founders, aiming to generate proprietary deals
- Effectively negotiate throughout each investment deal, ensuring all deals are agreed in a timely and effective manner, ensuring a good return on investment can be achieved

January 2019 – Current | Madrid, Spain

LECTURER & MENTOR | IE BUSINESS SCHOOL

- Serve as a lecturer in entrepreneurship and access to finance, guiding aspiring entrepreneurs through venture creation
- Facilitate discussions to help entrepreneurs identify and resolve unmet needs or unresolved market challenges
- Address strategic issues at each stage of the venture creation process
- Develop and maintain key business deliverables, including pitch decks, business plans and financial plans
- Oversee early customer trials, manage strategic engagements, and support the product & market fit to ensure startups gain traction and validate their business models

December 2017 – Current | Brussels, Belgium

EIC EXPERT EVALUATOR | EUROPEAN INNOVATION COUNCIL

- Assess funding proposals to identify small companies with the potential to disrupt existing markets
- Conduct evaluation studies to measure the impact and effectiveness of groundbreaking products, services, processes, and business models, ensuring they meet the EIC's high standards
- Prepare comprehensive syntheses of evaluation findings to inform strategic investment decisions
- Operate independently in the realms of angel investing, seed funding, and venture capital, leveraging extensive experience in innovation, investment, and business to support the EIC's objectives

February 2020 – June 2023 | Granada, Spain

LECTURER & MENTOR | EIG BUSINESS SCHOOL

- Deliver engaging lectures and facilitate discussions in entrepreneurship and innovation, fostering an interactive learning environment for undergraduate and graduate students
- Supervise and mentor student theses, providing guidance on research methodologies and practical applications in entrepreneurship, incubator, and accelerator programs
- Coordinate teaching efforts across various programs, collaborating with faculty to enhance curriculum development and ensure a cohesive educational experience in applied entrepreneurship

April 2018 – July 2020 | Madrid, Spain

PRIVATE EQUITY ANALYST | GREEN SWAN SGPS

- Research markets for turnaround investment opportunities
- Prepare investment documents and presentations for senior management and investors
- Support in the negotiation and structure of deals
- Manage the portfolio of live investments and potential acquisitions

January 2018 – November 2019 | Madrid, Spain

INVESTMENT MANAGER | SOCIOS Q

- Lead comprehensive valuation analyses on portfolio companies, assessing and articulating the impact of capitalization events on equity holdings
- Oversee the regular monitoring and evaluation of financial performance, ensuring alignment with strategic objectives
- Portfolio management on financing and capitalisation opportunities, empowering them to optimize their growth potential
- Analyse fund performance, including detailed investment attribution analysis to enhance decision-making

December 2016 – January 2018 | Barcelona, Spain

INVESTMENT ANALYST | NUCLIO VENTURE BUILDER

- Identify and evaluate new investment opportunities via venture building processes
- Assembling a team of experts, developing a business plan, and raising seed funding
- Conduct comprehensive financial and market analyses for individual companies to find new business concepts
- Provide strategic consulting to portfolio companies, facilitating deal review sessions and supporting their growth trajectories
- Collaborate with the ventures team on expos, meetups, and new projects, driving initiatives that enhance startup visibility and networking opportunities

June 2015 – November 2016 | Brussels, Belgium

DIRECTOR OF BUSINESS DEVELOPMENT | KIC EUROPE

- Manage project budgets and facilitate communication among international partners and stakeholders
- Develop the KIC Autobahn Acceleration programme, including training, networking events, and e-learning initiatives
- Provide business accelerator services to viable early-stage global tech companies
- Recruit and select a portfolio of early-stage Korean ventures annually to grow their businesses in Europe
- Cultivate high-level relationships with domestic and international investment organisations

July 2013 – June 2015 | Brussels, Belgium

SECRETARY GENERAL | EBAN European Business Angel Network

- Oversee the daily operations of EBAN, ensuring efficiency, quality, and effective management of resources
- Lead and manage the team and financial operations of EBAN to optimize performance and accountability
- Drive member acquisition, engagement, and retention strategies to enhance the value proposition for EBAN's partners
- Represent the association at international meetings, advocating for EBAN's mission and objectives on a global stage
- Develop and nurture sponsorships and partnerships to expand the association's reach and influence

● **EDUCATION AND TRAINING**

September 2017 – June 2018 | Barcelona, Spain

POSTGRADUATE PROGRAMME IN DIGITAL AND INBOUND MARKETING | Inesdi Business Techschool

Website <https://www.inesdi.com/>

September 2013 – June 2015 | Copenhagen, Denmark

MASTERS IN SPORT MANAGEMENT | University College of Northern Denmark

Website <https://www.ucn.dk/english>

September 2006 – June 2009 | High Wycombe, United Kingdom

BACHELOR'S DEGREE IN BUSINESS AND MARKETING MANAGEMENT | Buckinghamshire New University

Website <https://www.bucks.ac.uk/>

● **LANGUAGES**

SPANISH | Mother tongue

ENGLISH | Proficient

FRENCH | Intermediate

● **SKILLS**

Microsoft Office | Financial Modeling & Valuations | Entrepreneurship & Startups | Financial Corporate | Entrepreneurship & Startups | Financial Corporate Management | Business Intelligence & Business Analytics | AI and Technology Integration | CRM and Stakeholder Management | Data-driven investment tools (Tactyc, Dealroom, etc.)